

## Erate Internal Communications Cumulative Scoring Sheet

	Bear Data	On Sat	Lakehills	Counter Trade
Pearl	59	38	56	54
Linda	66	32	60	48
Norbert	65	39	55	49
Richard	53	53	60	49
Ernest	69	63	50	47
Sylvia	59	44	55	55
<i>Total</i>	371	269	336	302

**Date:** \_\_\_\_\_

Pearl Lee	NNTU
Linda Curtis	NNL
Norbert Nez	NNDCD
Richard Morgan	NNTU
Ernest Franklin	NNTRC
Sylvia Jordan	NNDCD

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: COUNTER TRADE

REVIEWER: ERNEST FRANKLIN DATE: 1/2/08

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST:	30		30	10
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	<del>20</del> 10
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	0
Vendor Cost Proposal within 20% of MFC	5		5	
DESIGN AND SOLUTION SUITABILITY:	25		25	14
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	3
Feasibility and quality of proposal approach	5		5	3
Innovative solution and bringing in additional resources	2		2	1
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	3
Addressed SOW requirements for network architecture	2		2	2
Addressed SOW requirements for security	2		2	0
Addressed SOW requirements for documentation and training	2		2	1
Met requirements for scheduling and work plan requirements	2		2	1

~~20~~ 29

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE:</b>	25		25	<del>23</del> 14
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	<del>3</del> 3
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	6
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	<del>3</del> 4
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	1
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	9
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	<del>5</del> 5
Demonstrated ability of project staff members in performing similar work for other clients	6		6	<del>4</del> 4
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7		7	
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	0
Vendor is a Priority 2 Navajo business	3		3	0
<b>TOTAL</b>	100		100	
Comments:				

27  
~~27~~  
 55

28  
 23  
 47

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: LAKEHILLS

REVIEWER: ERNEST FRANKLIN

DATE: 1/02/08

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST	30		30	5
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	<del>5</del> 5
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	0
Vendor Cost Proposal within 20% of MFC	5		5	
DESIGN AND SOLUTION SUITABILITY	25		25	17
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	3
Feasibility and quality of proposal approach	5		5	<del>3</del> 4
Innovative solution and bringing in additional resources	2		2	1
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	3
Addressed SOW requirements for network architecture	2		2	2
Addressed SOW requirements for security	2		2	2
Addressed SOW requirements for documentation and training	2		2	1
Met requirements for scheduling and work plan requirements	2		2	1

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE:</b>	25		25	18
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	6
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	6
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	5
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	2
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	10
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	6
Demonstrated ability of project staff members in performing similar work for other clients	6		6	4
<b>NAVAJO PREFERENCE CONSIDERATION:</b>	7		7	0
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	0
Vendor is a Priority 2 Navajo business	3		3	0
<b>TOTAL</b>	100		100	
Comments:				

28422  
= 50

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: ON-SAT

REVIEWER: ERNEST FRANKLIN

DATE: 12/28/07

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST	30	10	30	15
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20	10	20	5 15
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10	0	10	0
Vendor Cost Proposal within 20% of MFC	5		5	
DESIGN AND SOLUTION SUITABILITY	25	20	25	20 17
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5	5	5	5 4
Feasibility and quality of proposal approach	5	4	5	3
Innovative solution and bringing in additional resources	2	2	2	2
Addressed SOW requirements for telecommunications and Internet access services	5	5		
Addressed SOW requirements for internal connections requirements			5	3
Addressed SOW requirements for network architecture	2	2	2	2
Addressed SOW requirements for security	2	1	2	1
Addressed SOW requirements for documentation and training	2	1	2	1
Met requirements for scheduling and work plan requirements	2	1	2	1

32



Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25	21	25	19
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7	7	7	4
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8	5	8	5
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7	6	7	5
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3	3	3	3
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13	12	13	12
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7	6	7	6
Demonstrated ability of project staff members in performing similar work for other clients	6	6	6	6
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7	0	7	0
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo Business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7	0	7	0
Vendor is a Priority 2 Navajo business	3	0	3	0
<b>TOTAL</b>	100		100	
Comments:				

33  
30  
63

31  
32  
63

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: BEAR DATA

REVIEWER: ERNEST FRANKLIN

DATE: 1/02/08

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST	30		30	25
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	<del>20</del> 20
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	5
Vendor Cost Proposal within 20% of MFC	5		5	0
DESIGN AND SOLUTION SUITABILITY	25		25	19
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	<del>5</del> 4
Feasibility and quality of proposal approach	5		5	<del>5</del> 4
Innovative solution and bringing in additional resources	2		2	1
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	<del>5</del> 4
Addressed SOW requirements for network architecture	2		2	2
Addressed SOW requirements for security	2		2	<del>2</del> 2
Addressed SOW requirements for documentation and training	2		2	1
Met requirements for scheduling and work plan requirements	2		2	1



Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE:</b>	25		25	16
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	6
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	4
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	5
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	4
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	7
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	5
Demonstrated ability of project staff members in performing similar work for other clients	6		6	4
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7		7	0
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	0
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	100		100	
Comments:				

44 + 25 = 69

# 2008 NNDCE CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: CELLULAR ONE

REVIEWER: ERNEST FRANKLIN DATE: 12/27/07

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST:	30	30	30	
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20	10	20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10	0	10	
Vendor Cost Proposal within 20% of MFC	5		5	
DESIGN AND SOLUTION SUITABILITY:	25	23	25	
Vendors must submit proposals, which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5	5	5	
Feasibility and quality of proposal approach	5	4	5	
Innovative solution and bringing in additional resources	2	2	2	
Addressed SOW requirements for telecommunications and Internet access services	5	4		
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2	2	2	
Addressed SOW requirements for security	2	2	2	
Addressed SOW requirements for documentation and training	2	2	2	
Met requirements for scheduling and work plan requirements	2	2	2	

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25	22	25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7	7	5	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8	7	5	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7	5		
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3	3	5	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13	11	13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7	7	7	
Demonstrated ability of project staff members in performing similar work for other clients	6	4	6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7	0	7	
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7	0	7	
Vendor is a Priority 2 Navajo business	3	0	3	
<b>TOTAL</b>	100		100	
Comments:				

33  
33  
66

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: AT&T

REVIEWER: ERNEST

DATE: 12/27/07

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST:	30	20	30	
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20	20	20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10	0	10	
Vendor Cost Proposal within 20% of MFC	5		5	
DESIGN AND SOLUTION SUITABILITY:	25	12	25	
Vendors must submit proposals, which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5	2	5	
Feasibility and quality of proposal approach	5	2	5	
Innovative solution and bringing in additional resources	2	0	2	
Addressed SOW requirements for telecommunications and Internet access services	5	4		
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2	1	2	
Addressed SOW requirements for security	2	1	2	
Addressed SOW requirements for documentation and training	2	0	2	
Met requirements for scheduling and work plan requirements	2	1	2	

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25	15	25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience, especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7	6	5	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8	5	5	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7	2		
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3	2	5	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13	2	13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7	1	7	
Demonstrated ability of project staff members in performing similar work for other clients	6	1	6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7	0	7	
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7	0	7	
Vendor is a Priority 2 Navajo business	3	0	3	
<b>TOTAL</b>	100		100	
Comments:				

17  
32  
49

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

VENDOR: HUGHES NET

REVIEWER: ERNEST FRANKLIN

DATE: 12-28-07

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
PRICE/COST	30	20	30	
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20	20	20	20
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10	0	10	
Vendor Cost Proposal within 20% of MFC	5		5	
DESIGN AND SOLUTION SUITABILITY	25	22	25	
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5	4	5	
Feasibility and quality of proposal approach	5	5	5	
Innovative solution and bringing in additional resources	2	1	2	
Addressed SOW requirements for telecommunications and Internet access services	5	5		
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2	2	2	
Addressed SOW requirements for security	2	2	2	
Addressed SOW requirements for documentation and training	2	1	2	
Met requirements for scheduling and work plan requirements	2	2	2	



Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25	19	25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7	6	7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8	7	8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7	5	7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3	1	3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13	9	13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7	6	7	
Demonstrated ability of project staff members in performing similar work for other clients	6	3	6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7	0	7	
Points Will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7	0	7	
Vendor is a Priority 2 Navajo business	3	0	3	
<b>TOTAL</b>	100		100	
Comments:				

28  
42  
70

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_  
**REVIEWER:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	30		30	
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUITABILITY</b>	25		25	
Vendors must submit proposals, which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25		25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	
Demonstrated ability of project staff members in performing similar work for other clients	6		6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7		7	
Points will be awarded based on the Vendor stating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	100		100	
Comments:				

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_

**REVIEWER:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	30		30	
This proposal is subject to rate funding received and therefore has a limited budget. Price will be the primary factor but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost: Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUSTAINABILITY</b>	25		25	
Vendor must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25		25	
General technical expertise and excellence as well as technical expertise associated with the proposed solution's design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	
Demonstrated ability of project staff members in performing similar work for other clients	6		6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7			
Points will be awarded based on the Vendor's status as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	<b>100</b>		<b>100</b>	
Comments:				

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_

**REVIEWER:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	30		30	
This project is funded by E-rate funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUITABILITY</b>	25		25	
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	



Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25		25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility and description of relevant experience, especially in performance of similar projects. Points will also be awarded for management capability including project management experience, schedule compliance, systems integration experience, and implementation experience. Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	
Demonstrated ability of project staff members in performing similar work for other clients	6		6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>			7	
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	100		100	
<b>Comments:</b>				

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_  
**REVIEWER:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	30		30	
This project is subject to E-rate funding received and therefore has a limited budget. Price will be the primary factor but will not be the sole factor in determining the Vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUITABILITY</b>	25		25	
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25		25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the vendor's profile, credibility, and description of relevant experience, especially in performance of similar projects. Points will also be awarded for management capability including project management experience, schedule compliance, systems integration experience, and implementation experience. Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	
Demonstrated ability of project staff members in performing similar work for other clients	6		6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7		7	
Points will be awarded based on the vendor's listing as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	100		100	
Comments:				

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_

**REVIEWER:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	30		20	
This project is subject to state funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) or proposals selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUSTAINABILITY</b>	25		25	
Vendors must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project and additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	

	Review Section	Telecom & Internet Access		Internal Connections	
		Possible Score	SCORE	Possible Score	SCORE
VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE		25		25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability including project management experience, schedule compliance, systems integration experience, and implementation experience. Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.					
Vendor's profile, credibility, and description of relevant experience in performance of similar projects		7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience		8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP		7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation		3		3	
RESUME/PERSONNEL QUALIFICATIONS		13		13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.					
Detailed resumes of project staff members with credentials		7		7	
Demonstrated ability of project staff members in performing similar work for other clients		6		6	
NAVAJO PREFERENCE CONSIDERATION				7	
Points will be awarded based on the Vendor's listing as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.					
Vendor is a Priority 1 Navajo business		7		7	
Vendor is a Priority 2 Navajo business		3		3	
TOTAL		100		100	
Comments:					

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_

**REVIEWER:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	<b>20</b>		<b>20</b>	
This project is subject to state funding received and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the Vendor(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUSTAINABILITY</b>	<b>25</b>		<b>25</b>	
Vendor's must submit proposals which address the RFP's description of need. Points will be awarded based on the Vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the project at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	



Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25		25	
<p>General technical expertise and excellence, as well as technical experience associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience, especially in performance of similar projects. Points will also be awarded for management capability (including project management experience, schedule compliance, systems integration experience, and implementation experience). Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.</p>				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	
<p>Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.</p>				
Detailed resumes of project staff members with credentials	7		7	
Demonstrated ability of project staff members in performing similar work for other clients	6		6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>			7	
<p>Points will be awarded based on the Vendor stating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulator Office.</p>				
Vendor is a Priority 1 Navajo business	7		7	
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	<b>100</b>		<b>100</b>	
<b>Comments:</b>				

# 2008 NNDEC CHAPTER LIBRARY E-RATE RFP

## Scoring Sheet

**VENDOR:** \_\_\_\_\_

**REVIEWER:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>PRICE/COST</b>	30	15	30	
This project is funded by E-rate funding reserved and therefore has a limited budget. Price will be the primary factor, but will not be the sole factor in determining the vendor(s) or proposal(s) selected. Points will be awarded based on lowest cost.				
Vendor submitted the lowest cost bid	20		20	
Feasibility of overall cost:				
Vendor Cost Proposal Met/Under MFC (Maximum Feasible Cost)	10		10	
Vendor Cost Proposal within 20% of MFC	5		5	
<b>DESIGN AND SOLUTION SUSTAINABILITY</b>	25		25	
Vendor must submit proposals which address the RFP's description of need. Points will be awarded based on the vendor's demonstrated understanding of the scope of work, quality of proposal including technical expertise and feasibility, and the proposed approach for accomplishing tasks identified in the scope of work. Additional points will be awarded for innovative approaches and/or bringing in additional resources to supplement the proposal at no additional cost.				
Vendor demonstrated understanding of the scope of work and demonstrated technical expertise in carrying out the specific work requirements of the RFP	5		5	
Feasibility and quality of proposal approach	5		5	
Innovative solution and bringing in additional resources	2		2	
Addressed SOW requirements for telecommunications and Internet access services	5			
Addressed SOW requirements for internal connections requirements			5	
Addressed SOW requirements for network architecture	2		2	
Addressed SOW requirements for security	2		2	
Addressed SOW requirements for documentation and training	2		2	
Met requirements for scheduling and work plan requirements	2		2	

Review Section	Telecom & Internet Access		Internal Connections	
	Possible Score	SCORE	Possible Score	SCORE
<b>VENDOR QUALIFICATIONS, REFERENCES AND PRIOR EXPERIENCE</b>	25		25	
General technical expertise and excellence as well as technical expertise associated with the proposed solutions design. Points will be awarded based on the Vendor's profile, credibility, and description of relevant experience especially in performance of similar projects. Points will also be awarded for management capability including project management experience, schedule compliance, systems integration experience and implementation experience. Points will be awarded for the quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP. Points will be awarded for familiarity with the Navajo Nation and/or any work previously performed on the Navajo Nation.				
Vendor's profile, credibility, and description of relevant experience in performance of similar projects	7		7	
Management capability including project management experience, schedule compliance, systems integration experience and implementation experience	8		8	
Quality and timeliness of work performed for previous clients and the comparability of such work to the requirements of this RFP	7		7	
Familiarity with the Navajo Nation and/or work previously performed on the Navajo Nation	3		3	
<b>RESUME/PERSONNEL QUALIFICATIONS</b>	13		13	
Points will be awarded based on the experience of project staff members in performing similar work for other clients and the comparability of that experience to this project.				
Detailed resumes of project staff members with credentials	7		7	
Demonstrated ability of project staff members in performing similar work for other clients	6		6	
<b>NAVAJO PREFERENCE CONSIDERATION</b>	7		7	
Points will be awarded based on the Vendor's rating as a Priority 1 or 2 Navajo business in the Registered Navajo Business Listing maintained by the Navajo Business Regulatory Office.				
Vendor is a Priority 1 Navajo business	7		7	
Vendor is a Priority 2 Navajo business	3		3	
<b>TOTAL</b>	100		100	
Comments:				

## E-RATE 2007-08 BID SCORING GRID

School/Library Name: Navajo Nation Dine Education Consortium

Prepared by: Pearl Lee

Title: Program Manager

Signature:

Date: February 7, 2007

Enter Name of Vendor for Each Bid Received:

CIRCUITS/T-1	Possible Points	Sacred Winds (New Mexico) 21 Libraries	Provision Communications (111 sections)	
<b>Bid Amounts</b>				
Installation		\$ -	\$ 166,065.00	
Month recurring		\$ 26,670.00	\$ 55,164.00	
Cost per service		\$ 1,270.00	\$ 492.54	
<b>Bid Amount :</b>		\$ 26,670.00	\$ 221,229.00	
Price	45	23	45	
Prior Experience	25	10	0	
Navajo Experience	30	15	0	
<b>Total Points:</b>	<b>100</b>	<b>48</b>	<b>45</b>	

CIRCUITS/DSL	Possible Points	Frontier Communications (39 Chapters)		
<b>Bid Amounts</b>				
Installation		\$ 11,661.00		
Month recurring		\$ 3,665.61		
Cost per service		\$ 93.99		
<b>Bid Amount :</b>		\$ 15,326.61		
Price	45	45		
Prior Experience	25	25		
Navajo Experience	30	30		
<b>Total Points:</b>	<b>100</b>	<b>100</b>		

Enter Name of Vendor for Each Bid Received:

LONG DISTANCE SVCS	Points	Qwest		
<b>Bid Amounts</b>				
Installation		\$ -		
Month recurring		\$ -		
Cost per minute		\$ 0.12		
<b>Bid Amount :</b>		\$ 0.12		
Price	45	45		
Prior Experience	25	25		
Navajo Experience	30	30		
<b>Total Points:</b>	<b>100</b>	<b>100</b>		

## E-RATE 2007-08 BID SCORING GRID

School/Library Name: Navajo Nation Dine Education Consortium

Enter Name of Vendor for Each Bid Received:

	Possible Points	On-Sat (111 sites)	Sacred Winds (21 Chapters)	
<b>INTERNET ACCESS</b>				
<b>Bid Amounts</b>				
Installation		\$ -	\$ -	
Month recurring		\$ 188,145.00	\$ 2,098.95	
<i>Cost per site</i>		\$ 1,695.00	\$ 99.95	
<b>Bid Amount:</b>		\$ 188,145.00	\$ 2,098.95	
Price	45	23	45	
Prior Experience	25	25	10	
Navajo Experience	30	30	15	
<b>Total Points:</b>	<b>100</b>	<b>78</b>	<b>70</b>	<b>0</b>

Enter Name of Vendor for Each Bid Received:

	Possible Points	Sacred Winds	Hub West	
<b>Web Hosting and Domain Reg.</b>				
<b>Bid Amounts</b>				
Installation		\$ -	\$ -	
Monthly recurring		\$ 1,048.95	\$ 113,220.00	
<b>Bid Amount:</b>		\$ 1,048.95	\$ 113,220.00	
Price	45	45	23	
Prior Experience	25	10	0	
Navajo Experience	30	15	0	
<b>Total Points:</b>	<b>100</b>	<b>70</b>	<b>23</b>	

Enter Name of Vendor for Each Bid Received:

	Possible Points	ePALs	Gaggle.net	Hub West
<b>Email Services (2000 users/yearly cost)</b>				
<b>Bid Amount:</b>		\$ 72,000.00	\$ 52,800.00	\$ 72,000.00
Price	45	23	45	23
Prior Experience	25	0	0	0
Navajo Experience	30	0	0	0
<b>Total Points:</b>	<b>100</b>	<b>23</b>	<b>45</b>	<b>23</b>

## E-RATE 2007-08 BID SCORING GRID

School/Library Name: Navajo Nation Dine Education Consortium

Enter Name of Vendor for Each Bid Received:

CELLULAR SERVICE	Possible Points	Sprint/Nextel (500 phones)		
<b>Bid Amount:</b>		\$ 178,186.80	\$ -	\$ -
Price	45	45		
Prior Experience	25	10		
Navajo Experience	30	10		
<b>Total Points:</b>	<b>100</b>	<b>65</b>	<b>0</b>	<b>0</b>

Enter Name of Vendor for Each Bid Received:

Video Conference Equipment	Possible Points	Sacred Winds (21 Chapters)	MediaCast (111 Chapters)	
<b>Bid Amount:</b>		\$ 252,000.00	\$ 923,150.00	\$ -
<i>Price per set up</i>		\$ 12,000.00	\$ 8,316.67	
Price	45	23	45	
Prior Experience	25	10	0	
Navajo Experience	30	15	0	
<b>Total Points:</b>	<b>100</b>	<b>48</b>	<b>45</b>	<b>0</b>

Enter Name of Vendor for Each Bid Received:

VoIP Equipment	Possible Points	Advanced Network	Lakehills	
Hardware		\$ 4,375,129.60	\$ 21,317,409.03	
Software		\$ 171,487.00	\$ 3,012,295.80	
Installation		\$ 1,493,090.00	\$ 4,440,000.00	
Taxes, misc		\$ 230,922.45		
<b>Bid Amount:</b>		\$ 6,270,629.05	\$ 28,769,704.83	\$ -
Price	45	45	23	
Prior Experience	25	0	10	
Navajo Experience	30	0	15	
<b>Total Points:</b>	<b>100</b>	<b>45</b>	<b>48</b>	<b>0</b>

Enter Name of Vendor for Each Bid Received:

NETWORK MAINTENANCE	Possible Points	Advanced Networks	Lakehills	
<b>Bid Amount:</b>		\$ 1,521,375.00	\$ 1,327,424.58	\$ -
Price	45	23	45	
Prior Experience	25	0	10	
Navajo Experience	30	0	15	
<b>Total Points:</b>	<b>100</b>	<b>23</b>	<b>70</b>	<b>0</b>

USE THE FOLLOWING TO COMPARE TOTAL PBX OR VOIP (PHONE SYSTEM) SOLUTION: